

NOVEMBER NUMBER

# THE LARKIN IDEA

50 CENTS A YEAR



"ADD A FEW DROPS OF  
MODJESKA VIOLET TOILET WATER  
TO A  
MAID O' THE MIST BATH  
AND BE SPARKLINGLY REFRESHED."



**A RICH HOLIDAY GIFT**

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**CHAUTAUQUA**

**SILVER TEA SET**

**FREE**

**With \$10.00 worth of the Larkin Soaps**

A full-size, extra heavily quadruple plated Tea Set. Entirely new and exclusive design, of which we control the patent. Set consists of Tea Pot (2¼-pint), Sugar Bowl, Spoon Holder and Cream Pitcher—last two being gold-lined. A Set of equal value cannot be retailed at jewelers' for less than \$12.00.



From one of the celebrated makers, whose name is stamped thereon, and for quality and finish of goods and beauty of design Set is unsurpassed by any Silver-plated Ware at any price.

*MANUFACTURERS' GUARANTEE SENT WITH EACH SET READS:*

*"We guarantee this Tea Set to be made of Pure, Hard White Britannia Metal, extra heavily plated with purest Silver, 999-1000 fine, and we warrant the same to wear twenty-five years."*

The Silverware we give our customers is elsewhere obtainable ONLY of retail jewelers and dealers in Silverware. It is of a manufacture NEVER offered as a premium except by ourselves.

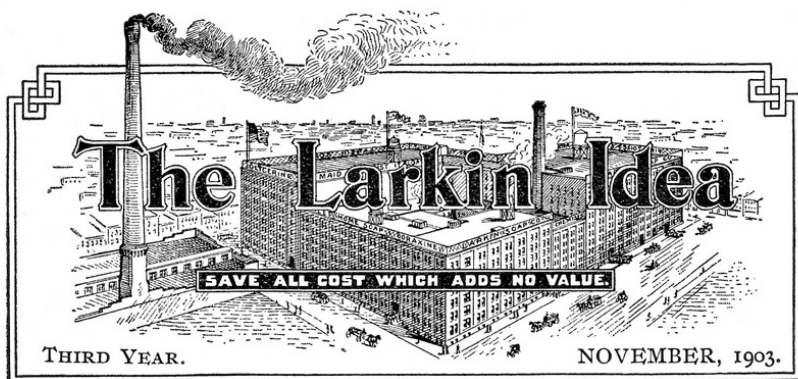
This is an excellent opportunity to make someone happy on Christmas Day.

Larkin Street,

**Larkin Soap Co.**

Buffalo, N. Y.

ESTABLISHED, 1875.



### REST FOR THE WEARY.

By CHARLOTTE L. COBB.

My McKinley Rocker stood by the wall,  
 Restful, inviting; loud seemed it to call:  
 "Come, rest from your labor! Your work there will keep;  
 With softest of motions, I'll rock you to sleep."

I turned from the basket of unironed clothes,  
 "How they'll ever be ironed, nobody knows,"  
 Said I, as old Maltie jumped into my lap.  
 "Perhaps I'll work better for taking a nap."

So away then we started for "Lullaby Land."  
 Soon somebody softly took hold of my hand,  
 And led me to where, sitting all in a line,  
 Were a score of my friends, in chairs just like mine.

They all looked contented and quite at their ease,  
 When one in their midst gave a violent sneeze,  
 This was the signal, no doubt, to dismiss,  
 And each one in passing said something like this:

"Farewell till tomorrow: we meet every day,  
 But trouble and worry must be put away;  
 We come to these meetings and cast off all care,  
 But each member must own a McKinley chair."

The dream was so real I awoke with a start,  
 Then went to my work with a much lighter heart.  
 'Tis a truth, my dear friends, I'll never deny—  
 My McKinley Rocker, no money could buy.

### LETTING HER LIGHT SHINE.

Mrs. Robert Moss, Md., writes: "I enclose two orders for Soap. Both are from colored people, one of whom could not write, so I had to sign for her which I suppose is satisfactory.

"This town seems full of white Larkin purchasers but not many colored, so I am going to try to get

them interested as they will find the Boraxine very helpful in their laundry work. Then, too, I want to help furnish a cabin (which I am going to build on our farm) with Larkin Premiums and I shall call it 'Sweet Home,' 'Larkin Idea' or 'Premium Cabin.'"

## DOES THE BRITISHER USE TOO MUCH SOAP?

**Volunteer Contributor to the London Times Says So and Thus Accounts for the Alleged Physical Deterioration of the English Race—He Has Not Used Soap in Thirty Years.—Experts, However, Are All on the Other Side.**

A short letter printed in the *London Times* attracts attention among such topics of grave interest as the possibility of war in the far East, and the fiscal question.

The writer of this letter refers to the announcement that a royal commission is about to be appointed to investigate the physical deterioration of the English people. He declares the conviction that this deterioration is due to the excessive use of soap, which removes the natural oil given by the Almighty to protect the body, thus exposing one to rheumatism, chills, disease and dirt. He boasts that he has not used soap for thirty years, while all the time doing the hardest kind of work at sea; he never had a twinge of rheumatism or any other ailment.

### EXPERTS ALL FOR SOAP.

The appearance of this letter was the signal for a general press investigation into the philosophy of soap. Physicians, dermatologists, complexion specialists and even recruiting sergeants have been interviewed on the subject, with the result that soap is declared to be an absolute necessity of life under modern conditions. The *Lancet* admits that soap is not calculated to make the skin supple, because it removes the natural oil, but cold cream is a remedy for this.

"Nevertheless," says the *Lancet*, "not a few people claim to maintain personal cleanliness without the use of soap at all."

### PLEASE TAKE NOTICE.

In our Buffalo, Boston, New York and Philadelphia Showrooms are cards

prominently displayed, which read:

"Secure Certificate Premiums early.

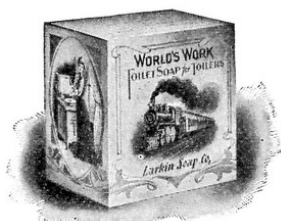
"November and December are heavy months. Certificates presented for redemption in December are received subject to possible delay."

While we do not anticipate delays in filling orders during the last two months of the year, we desire to guard against disappointing Larkin customers during the holiday rush.

We have said before it is better to be a month early than a day late. The safe way is to order Soaps and Premiums early.

### CARING FOR THE HANDS.

Few minor details detract more from one's appearance than rough, brown



hands. So little effort is required to keep them in good condition that their neglect is really inexcusable.

A woman who does her housework needs our Toilet Preparations.

World's Work Toilet Soap easily removes stains, makes roughened hands smooth, does what other soap cannot do; it is a blessing to thousands of housewives.



Modjeska Dermabalm will keep the hands soft and white. It is especially beneficial in cold weather. The skin is nourished

by the oils that prevent chapping.



## THE KORONA CAMERA.

The use of the Camera is not confined to any particular season; it is for all the year and for almost all occasions.

A Camera is an especially appropriate holiday gift. As capable judges have pronounced the Korona equal to most \$25.00 cameras the recipient is favored with a gift of high and standard quality.

We have added to the Korona outfit a Film Pack Adapter, making it the most complete and convenient camera on the market. The Adapter is free for one Certificate and 25 cents.

It may be used on any 4 x 5 Plate-camera. It occupies the same space as a plate-holder, and in appearance and operation is very similar to it. With the Film Pack containing one dozen non-curling, orthochromatic films, the camera may be loaded in daylight.

The Film Pack of one dozen non-curling films, and one dozen Stanley

Dry Plates are free for one Certificate and 25 cents.

The Prize Photograph Contests are open to all Larkin Customers owning one of our Cameras. The Contests close the 15th of each month.

Four cash prizes are offered: two of \$2.00 each; two of \$1.00 each.

Subjects are divided into two classes, Landscapes and Genre. No expense is involved in entering the Contest save the cost of postage.

The monthly Contests furnish an opportunity to offset the Camera expenses, and afford a way to earn Christmas money. Send your photographs and watch the results.

The Larkin Soap Co. has a large trade that covers the territory between the Mississippi River and the Pacific,

and since the establishment of its Western Branch in Peoria this has greatly increased. It continues to grow.

—Peoria Demokrat.



"DELIVERING THE LARKIN IDEA."

AWARDED SECOND PRIZE OF \$1.00 FOR GENRE SUBJECTS IN SEPTEMBER CONTEST.

TAKEN WITH OUR CHAUTAUQUA CAMERA BY M. A. YAUCK, ROCHESTER, N. Y.



"MID BOXES OF ALL KINDS THO' WE MAY ROAM,  
THERE ARE NONE THAT SO PLEASE US  
AS LARKIN'S SWEET HOME."

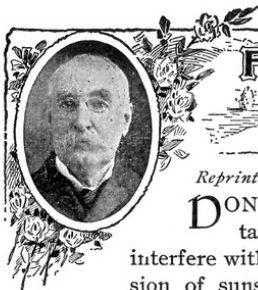
TAKEN WITH OUR CHAUTAUQUA CAMERA BY MRS. M. L. SMITH, SPRINGFIELD, VT.



"PLEASE, MR. STOREMAN, MAMMA SAYS SHE WANTS NONE BUT LARKIN'S SWEET HOME SOAP."

AWARDED FIRST PRIZE OF \$2.00 FOR GENRE SUBJECTS IN SEPTEMBER CONTEST.

TAKEN WITH OUR CHAUTAUQUA CAMERA BY MRS. M. L. SMITH, SPRINGFIELD, VT.



## FLORAL TALKS

BY EBEN E. REXFORD

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**D**ON'T let curtains or shades interfere with free admission of sunshine at the windows where you keep your plants. They will need all the sunshine they can get and especially at this season of the year.

Don't be in too great a hurry to secure vigorous growth from your plants at this period. Most of those which were repotted, or lifted from the garden, have not fully developed their new working system of roots yet, and top-growth can not be expected until they have done this. To give a fertilizer now is a serious mistake. They are not in a condition to make proper use of it. Let them form good, strong roots first. When they have done this top-growth will begin. Then you can apply your fertilizer, beginning with small quantities first and increasing in amount as the plant develops. This advice has been given so often that it may seem trite to those who have seen it, but it is of such importance that I repeat it for the benefit of new readers, as well as with a view to impressing it on the minds of those who may have read it before. Success depends largely on the observance of it. Thousands of plants are killed every year by kindness. We think we are doing them a favor by giving something to induce growth when they are dormant, but we are really doing them great harm. Make it a rule never to use fertilizer on any plant not in active growth.

Look to the potted bulbs, stored away in cellar or other dark, cool place to form roots. If the soil is dry, water well. If any have begun to push up

top they may be brought to the light at once, as to leave them in the dark after top-growth has begun is sure to injure them.

Fuchsias, Hydrangeas, Hibiscuses and other summer-flowering plants of deciduous habit should be removed to cellar or cold storage this month. Any place that is dark and can be kept at a temperature above freezing will answer. Plants of this kind are always greatly benefited by being kept dormant in winter. This is following out the method of nature.

Chrysanthemums should have their old tops cut off close to the pot as soon as they have completed their flowering period and their roots should go into the cellar.

Tuberous Begonias and Gloxinias, however, ought not to be stored in the cellar over winter, as there is generally too much dampness and too low a temperature there to suit them. Leave them in their pots and set them away in a room where you know frost never comes.

Be on the look out for insects. The plants in the window are never safe from their attacks. They are likely to put in an appearance at any time. It is a wise policy to prevent their coming, so far as possible, and this can be done by the occasional use of Sulpho-Tobacco Soap. Those who have given up the cultivation of plants because of the trouble made by insects will find that the use of this ideal Insecticide makes it an easy matter to overcome all the old difficulties growing out of insect attacks.

There will be considerable outdoor work to do at this season. All tender

Roses, as well as other shrubs not entirely hardy, should have some protection given them before the setting-in of winter weather. Roses can be bent to the ground and covered with four or five inches of soil, or they can be covered with eight or ten inches of barn-yard litter if more convenient. What we aim to do, in giving protection, is not to keep out the cold,—for we cannot do that unless we cover our plants so deeply that they will be smothered,—but to keep the frost in after it has effected an entrance. Covering prevents the sun from penetrating the ground where the frost is; therefore, it is not thawed out by day, to freeze again at night. It remains frozen; consequently, the plants rooted in it

are not subjected to frequent and abrupt changes by alterations of heat and cold. These changes are what do the damage, not the low temperature consequent to winter. Really, protection means shading the roots of the plants so that the sun's rays are kept from interfering with the conditions which prevail there after the coming of cold weather. If comparatively tender plants could be frozen in the fall and kept in that condition all winter, they would require no covering as frost would leave them in the spring so gradually that there would be no disruption of cellular tissues. But the frequent change from one extreme to the other breaks down these tissues, and we say that our plants were "winter killed."

#### IN PRAISE OF SWEET HOME SOAP.

O let us sing, my sisters, a glad and grateful song,  
And every breeze that listens shall waft the strain along  
Till every echo voices the burden of our lay—  
O Sweet Home Soap, dear Sweet Home Soap, of thee we sing today.  
Thou friend of every housewife, how much to thee we owe!  
No more we dread our housework; no more of drudgery know.  
Thou lightenest labor for us; thou drivest dirt away—  
O Sweet Home Soap, dear Sweet Home Soap, of thee we sing today.

#### CERTIFICATE PREMIUMS.

Larkin customers have asked on what terms Certificate Premiums may be obtained with a \$10.00 box of Soap.

Certificate Premiums that total five are given with a \$10.00 selection of the Larkin Soaps. Thus:

Any five 1-Certificate Premiums.

Any three 1-Certificate Premiums and one 2-Certificate Premium.

Any two 1-Certificate Premiums and one 3-Certificate Premium.

Any two 2-Certificate Premiums and one 1-Certificate Premium.

Any one 4-Certificate Premium and one 1-Certificate Premium.

Attractive and desirable combinations of Certificate Premiums may be arranged for holiday purposes. Our Premium List contains a varied assort-

ment of useful and ornamental articles that will be gladly welcomed by anyone so fortunate as to receive them.

The opportunity is also favorable for those who desire to furnish their homes more fully. Many things are needed for utility and some for decorative purposes. Any one of a score of Certificate Premiums will add a touch of grace to the room, or perform useful service.

Our latest Premium List is mailed free to all who ask for it.

"It is a hard, bare, commercial fact that if two people deal together who do not try to cheat each other they will in a given time make more money out of each other than if they do."—  
*John Ruskin.*



**I**N the Prize Contest that closed October 1st, 67 boys entered: 38 in the Senior and 29 in the Junior Contest.

#### The Senior Awards:

Edward J. Landers, Oswego, N. Y., fourteen years old, is awarded first Prize, any Premium offered for five Certificates. Number of orders, 38.

Glen Cram, Morrisville, Vt., thirteen years old, is awarded second Prize, any Premium offered for three Certificates. Number of orders, 20.

Fritz G. Johnson, Dorchester, Mass., thirteen years old, is awarded third Prize, any Premium offered for two Certificates. Number of orders, 17.

A sad circumstance connected with the Contest is that Edward J. Landers, first prize winner, died the latter part of September. An Oswego paper said, "He was a member of the Senior class at the Normal

School, in which he was remarkable for proficiency in his studies. He was also a fine musician and singer for one so young, and was a member of Christ Church choir, in the robes of which he was laid in his grave."

All the boys in the Contest unite with us in sympathy for the afflicted parents.

#### The Junior Awards:

Boyd Carl, Pine Grove, Pa., eight years old, is awarded first Prize, any Premium offered for five Certificates. Number of orders, 28.

Alvin B. Clark, Manchester, Mich., nine years old, Samuel Duckworth, Philadelphia, Pa., ten years old, and Harry Williamson, Olean, N. Y., nine years old, are tied for second Prize. Each will be awarded a second Prize, any Premium offered for three Certificates. Number of orders, 20 each.



EDWARD J. LANDERS,  
First Senior Prize.



GLEN CRAM,  
Second Senior Prize.



FRITZ G. JOHNSON,  
Third Senior Prize.



BOYD CARL,  
First Junior Prize.



ALVIN B. CLARK,  
Second Junior Prize.



SAMUEL DUCKWORTH,  
Second Junior Prize.



HARRY WILLIAMSON,  
Second Junior Prize.



THEODORE ADAMS,  
Third Junior Prize.



CHAS. THOMPSON,  
Third Junior Prize.

Theodore Adams, Federalsburg, Md., eleven years old, and Charles Thompson, Bay City, Mich., eight years old, are tied for third Prize. Each will be awarded a third Prize, any Premium offered for two Certificates. Number of orders, 19.

Every boy who engaged in the Contest deserves credit for energy and perseverance. They have been strong characteristics of the Contest. I thank and congratulate each boy on the commendable work performed.

Now that the Prize Contest is over, attention should be directed Christmasward.

November is a reminder of the approach of the holiday season. Probably every boy will have a great deal to do to prepare for it. No time should be wasted—the days will fly fast between now and Christmas.

Several Certificate Premiums that make excellent gifts are selected merely as suggestions. Our Premium List contains many others; it will be mailed free to those who write for it.

#### GENUINE PING-PONG SET.

Free for one Certificate.

The game offered is the genuine and famous Ping-Pong, made by Parker Bros. (Inc.), sole owners and makers of Ping-Pong for the United States.



Set complete, with two corrugated wood rackets, the approved kind, four celluloid balls, one green net with white border, two poles, with anti-mar fasteners, can be attached to any dining table; Laws of Ping-Pong and

complete copyrighted 96-page book of the game.

Carefully packed in neat box.

#### COMBINATION CARROMS AND CROKINOLE BOARD.

Free for two Certificates.

Over 50 games can be played on this Board, some, especially Carroms and



Crokinole, admitting of so much science and skill that

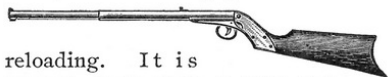
every member of the family, from the oldest to the youngest, finds them intensely interesting.

The Board is 29 in. square, neatly made of three-ply veneer, fine rubbed finish; maple rims, natural wood finish; reversible net pockets; patented felt cushions and ring-pocketing devices. Full directions and equipment with each Board. Crokinole is on the reverse side.

#### SENTINEL REPEATING AIR RIFLE.

Free for one Certificate.

A marvel of simplicity. Has a perfect repeating device, cannot be clogged by uneven shot from the magazine, and shoots 303 times without



reloading. It is strongly built of Steel, Nickeled and beautifully polished. Has a genuine Black Walnut polished stock, open sights, and shoots B. B. or Air Gun shot with great force and accuracy. Free from smoke, noise and danger. Length, 32 in.

#### QUEEN TAKE-DOWN SINGLE-SHOT AIR RIFLE.

Free for one Certificate.



Stock of genuine Black Walnut, finely polished. Air chamber and shooting barrel of seamless Brass tubing, Nickeled and polished. Easily

taken apart. Shoots B. B. shot or  $\frac{17}{100}$  darts. Length, 33 in.

With a little practice, any boy or girl can become a good shot. One of these guns affords excellent entertainment, of an innocent and practical sort, in the home or on the lawn.

#### BOY'S EXPRESS WAGON, No. 1.

Free for one Certificate.

The box is heavy sheet Steel, 13 in. wide, 26 in. long, 3 in. deep, with round corners.

The bottom is selected pine, tongued and grooved. Bright Red inside and outside striped and varnished. Wrought Steel, Black Enamelled wheel gear; 10 and 14 in. wheels, tinned. Selected Hickory Handle, varnished.



#### SPLIT BAMBOO FISHING ROD.

Free for one Certificate.

Choice of two offers.

Bait Rod. Hand-made, split Bamboo; length, 9 ft., in three sections;



Nickel mountings; reed-seat above hand; large standing guides, closely wound in three-color silk; cork-handle. This Rod has an extra tip that fits into the butt, making a stiff Rod, 6 ft. long, for casting or trolling. Weight, 10 oz.

Fly Rod. Length, 9½ ft. Extra tip. Same construction as Bait Rod. Reel-seat below hand; cork-handle. Weight, 7 oz.

#### BARNEY & BERRY'S ICE SKATES.

Pair free for one Certificate.



Man's Nickeled Lever Skate. Upper parts of crucible steel; blades of cast steel, polished. Light, strong and durable. Sizes, 8 to 12.

#### MILITARY BRUSH SET.

Free for one Certificate.

Increasingly popular, for no man having once learned their advantages



will be without them.

Brushes are  $5\frac{1}{8} \times 2\frac{3}{4}$  in., with eleven rows of white bristles, set in water-proof cement; concave backs; Ebony finish. Sterling Silver ornaments. In a neat box. Mailed, post-paid, if 13 cents is sent.

#### "HANDY" SIGN-MARKER.

Free for one Certificate.

Any one can print shelf and counter cards for merchants, announcements for schools and societies, etc. The



opportunities to make money are almost unlimited. With a little practice any one can do better work than the brush artist, and cheaper than the printer.

Set consists of 50 pieces best rubber-faced type, (all shown in cut,)  $\frac{3}{4}$  in. high; rule and spaces, 1 tube ink and ink-pad. Put up in durable, polished-wood box with full directions.

#### THE BLYTHE CELESTIAL.

Sam Wong Clean Wee,

A heathen Chinese,

Is happy and gay as a Chinese can be.

I ask him why he

So happy should be.

"Oh, I've nice SWEET HOME SOAP and plenty washee!"

#### MONOPLEX TELEPHONE OUTFIT.

An illustration and description of this Telephone, the outfit given with \$10.00 worth of the Larkin Soaps, will be printed in THE LARKIN IDEA for December.

The Outfit consists of

- 2 Monoplex Telephones, complete.
- 2 Dry Batteries.
- 1 lb. No. 18 Annunciator Wire.
- 1 box Double-pointed Tacks.

The finest materials are used in the above outfit. The Telephone is not a toy. For short-line use (up to 2000 feet) it gives entire satisfaction. Suitable for use in the home, office, factory or hotel.

#### BUNKER HILL BOB-SLED OR COASTER-WAGON.

Either free for five Certificates; or with \$10.00 worth of the Larkin Soaps, for \$10.00. Horn and Lamp each one Certificate extra.

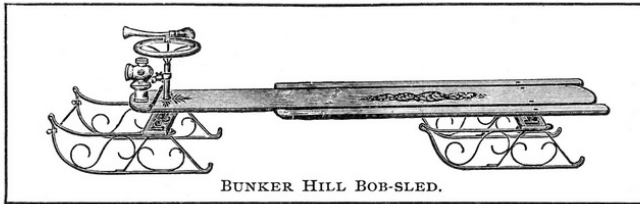
Choice of Bob-sled with runners

#### MAJESTIC ACETYLENE GAS BICYCLE LAMP.

Free for one Certificate and 25 cts.

The Majestic is the best Acetylene Gas Lamp made; reliable; simple in construction; needs very little care and attention. It is full Nickeled on Brass; has convex lens; colored jewels on either side; gives a pure white, steady, powerful light, which will not jar or blow out. Can be lighted through the opening at top. Full directions accompany each Lamp. Complete with hanger. Sells at retail for \$3.00.

The carbide to be used in this Lamp can be obtained of any bicycle dealer.



BUNKER HILL BOB-SLED.

made of light tire-steel, strongly braced in all directions, painted in bright colors; or Coaster-wagon with 16-in. wooden artillery wheels. Center-board of well-seasoned Ash, natural-wood finish, varnished, is 6 ft. long, 8 in. wide, with 2-in. strips at sides. Very strong; will carry six passengers. The construction is such that wheels may be substituted for runners, or *vice versa* in a few moments. Equipped with a handle lever brake, and Automobile steering wheel, a new and attractive feature.

#### SET OF WHEELS.

Free for two Certificates.

A set of 16-in. Wooden Wheels, or a set of Steel Runners, to convert Sled into Coaster-wagon, or Coaster-wagon into Sled.

#### AUTOMOBILE HORN.

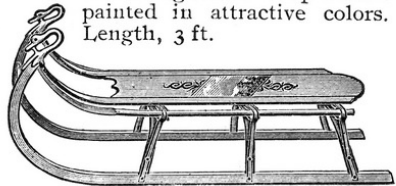
Free for one Certificate.

For use on Bob-sled. An excellent make of Horn with rubber compress. Length,  $7\frac{3}{4}$  in.

#### SLED, No. 260.

Free for one Certificate.

A graceful design, strong, well-finished. The gear is finely finished on the wood. Three bent knees, six tinned braces extending from runners and over the fenders; Swan heads add a finishing touch. Top is hand painted in attractive colors. Length, 3 ft.



SLED, No. 260.

#### COASTER, No. 17.

Free for one Certificate.

No Coaster on the market excels this in point of general outline, strength or durability. Painted top, natural-wood runners; round spring shoes. Length, 4 ft.



COASTER, No. 17.



## The Larkin Idea.

### PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three Orders for the Larkin Soaps within twelve months. To one who continues to send Orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

**Larkin Soap Co. Publishers.**

FACTORY-TO-FAMILY  
SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS.  
Factories and General Offices: BUFFALO, N. Y.  
Established, 1875.

Branch for West-of-the-Mississippi patrons:  
PEORIA, ILL.

#### LOCAL BRANCHES:

19 Eliot St.,	- - -	BOSTON.
211, 213 N. Broad St.,		PHILADELPHIA.
49 Barclay St. and	}	NEW YORK CITY.
52, 54 Park Place,		

### SONG OF THE LARKIN SOAPS.

Tune: Auld Lang Syne.

By MRS. C. E. DOUGLASS.

O speed thee on, dear Larkin Soap,  
And other honors bring!  
Tow'ring 'bove all other soaps,  
Thou'rt surely crowned the king.

O faint not, weary, working world  
Since Larkin Soap is king!  
For if you will but use this Soap  
To you 'twill victory bring.

All washdays now are turned to joy—  
They merely seem a joke;  
For all our clothes look white and clean  
When using Larkin's Soap.

Modjeska Toilet Preparations are always acceptable as Christmas gifts. Most opportune is the popular Larkin creation—Modjeska Violet Toilet Water. See opposite page.

On page 5 we have arranged combinations of Certificate Premiums given with \$10.00 orders. Customers will find the arrangement a convenience for holiday purposes. Certificate Premiums make excellent gifts.

In the Cozy-Corner and Symposium suggestions for Christmas presents are offered. The Premiums will make girls and boys happy. A Larkin customer can afford generous Christmas gifts; the saving in middleman's profit pays the bill.

Again we remind Larkin customers to send orders wanted for Christmas as early as possible. Promptness on our part in filling orders does not mean that the railroads will deliver them with equal promptness. Prevent delays by ordering early. We want no customer disappointed.

As a holiday gift, the Chautauqua Silver Tea Set is never amiss. Its beauty, quality and usefulness commend it to every housewife who admires rich dining-room furnishings. With ordinary care the Tea Set lasts a lifetime. Its luster is renewed when cleaned with Larkin Silver Polish.

A Larkin customer who sends three orders within twelve months is entitled to THE LARKIN IDEA for one year, and with the January number to our annual art Calendar. An illustration of this 1904 Calendar is printed on the third cover page. The monotone reproduction conveys but an imperfect idea of its charming beauty.

The value of Dresser No. 79, offered on last cover page, is so exceptionally good that the manufacturer refuses to make more of them at the price we paid him for the limited number we were fortunate to get. Discerning people will quickly accept this temporary chance to obtain the Dresser at

the low price we offer it. The adage regarding the "early bird" is pertinent here.

#### AN INVITATION.

Larkin customers are cordially invited to visit our Factories, where a guide is furnished to conduct them through. A great many people take this trip and derive pleasure and instruction from what they see.

The visitor is first impressed with the immensity of our buildings; when they behold further evidence of larger growth the greatness of the Larkin Idea is still deeper impressed upon them.

A business can only be made great that is founded on a true principle, a principle that sustains the customer's welfare. In this lies its strength and endurance of the fabric. The Larkin Idea has proved in its 28 years of factory-to-family dealing that it is performing a service that benefits every person who becomes a Larkin customer.

Visitors are gladly welcomed. We endeavor to make the visit a source of interest and pleasure.

A representative of Bigland, Sons & Jeffreys, Liverpool, England, recently paid us a visit.

He said, "I am really amazed at what I see, and I must admit that your establishment and method of doing business are far ahead of anything we have in England."

Mr. and Mrs. N. Schellinger, of Mishawaka, Ind., on their return from Europe, stopped over in Buffalo to pay us a visit. At its conclusion they said:

"We have seen nothing on our entire journey that has interested us more than this trip through your Factories. We have been customers of the Larkin Soap Co. for twenty years, but we never had any idea that it was so immense."

#### MODJESKA VIOLET TOILET WATER.



A dainty toilet accessory embodying the delicate sweet odor of Violets, for dressing-table and bath.

As a spray it imparts a delightful freshness; restful and invigorating. A very small quantity added to a basin of tepid water for an after-bath Violet sponging is a fragrant luxury possible to everybody.

In toilet waters, as in perfumes, there is a wide difference in quality. The excellence of our Modjeska Violet Toilet Water insures lasting favor with all its users.

Price, per 4-oz., sprinkler-top bottle, 50 cents.

#### HEALTHY TEETH.

People may justly pride themselves on a set of fine, white, natural teeth.

The teeth ought to last a lifetime. There are several reasons why they decay: one is that, after eating, too little care is taken to remove all particles of food. Seldom is one so

thorough that a tooth-wash cleans the teeth as they should be cleaned. To remove the tartar that is so destructive to the enamel, friction is necessary.

Modjeska Tooth-powder is deservedly popular; it gives beauty and whiteness to the teeth, preserves them and invigorates the gums. There is no dentifrice so generally satisfactory as Modjeska Tooth-powder. The price is 20 cents for a 2-oz. vial.



# THE LARKIN CLUB-OF-TEN

WHAT A DOLLAR A MONTH WILL DO.

**D**URING October more entered the Larkin Club-of-Ten Organizers' Contest than we anticipated for the first month. November should show an increase in entries over last month, as the prizes offered and the conditions to be met have become more widely known.

The Contest affords every energetic person an opportunity to obtain liberal reward for the time devoted to it. Those who have begun, say that the opportunity is too good to be ignored.

We desire that members of Larkin Clubs-of-Ten who are not subscribers to THE LARKIN IDEA, should own one of our beautiful Modjeska Carnation Calendars for 1904.

We shall have a limited number left after mailing to subscribers. To any Larkin Club-of-Ten Secretary sending us 75 cents we will (until the supply is exhausted) mail, prepaid, to one address and in one package, nine of these exquisite Calendars. Remittances received after they are gone will be returned.

If the Calendars are ordered sent to individual addresses, the price will be Ten Cents each.

A Calendar of equal beauty retails for 50 cents. Our offer is a liberal one. We expect a large demand for the extra Calendars. Those who get their orders in first will be sure to have them filled.

Mrs. E. J. Hennigan writes: "On Monday evening, Oct. 12th, Mrs. H. V. Tompkins entertained the Modjeska Club III at her home. All the members were present, and all enjoyed the evening and declared the Larkin Club-of-Ten O. K. Refreshments were served."



Mrs. J. F. Hartman writes: "During the last year I have organized four Larkin Clubs-of-Ten, which have been the means of assisting many people to obtain your Soaps and

Premiums who would otherwise have gone without them. I am in hearty sympathy with this ideal plan; it places within reach of all an easy way to get Soaps and Premiums. Besides my Club orders, I have sent you several Recommended ones. For the many courtesies for which I am indebted, I thank you."

Mrs. W. F. Witty writes: "I appreciate your liberality and the quality of your Soaps and Premiums. At every opportunity I find pleasure in recommending both to my friends and neighbors. I take pride in showing the many beautiful Premiums I have received. I have sold nearly \$250.00 worth of your Soaps, besides conducting three Larkin Clubs-of-Ten. I am now a member of another Club. My highest praise is given the Larkin Soaps."



Mrs. Frank Z. Dailey writes: "I have been identified with a Larkin Club-of-Ten for three years. I organized two Clubs and expect to have another one in October. I have also sent Recommended orders. THE LARKIN IDEA received each month is a welcome guest."

## MY LARKIN CLUBS-OF-TEN.

BY MRS. S. H. DREIBALBIS.

'Twas the 12th of April, 1902,  
And what in the world was I to do?  
For my husband's birthday was very near;  
How to get a present was not quite clear.

I wrote to the Larkins for a Premium List;  
Then sold the Soap called Maid o' the Mist.  
And within a week, I do declare,  
I sold enough for a Morris Chair!

We were so pleased with our Morris Chair,  
That I started a Club right then and there.  
You would be surprised how I did prosper;  
My first Premium was a Parlor Rocker.

For each new customer I sent in,  
A Certificate promptly I did win.  
Then for my ten I thought I would take  
A Rug, Portieres, and Basket for Cake.

I've already closed my second Club-of-Ten.  
On new members alone I did depend,  
And the Certificate-premium reward is fine—  
I took Book-case and Writing-desk Combined.

I found the time was flying fast,  
And my own turn came round at last;  
So I chose for my Premium a Chiffonier,  
And it's a beauty— we think it just dear.

The third Club was organized very fast,  
People saw something fine in it, at last.  
And now, dear reader, we leave it to you;  
We couldn't do without Larkin Soaps, could you?

#### HOW THE LARKIN CLUB-OF-TEN PLAN SPREAD ITS WINGS IN SALEM COUNTY, N. J.

By H. H. LINCH.

##### Secretary South Jersey Larkin Legion.



Up to the spring of 1900 I had never seen a piece of the Larkin Soaps and did not know that such a company as the Larkin Soap Co. was in existence. My little daughter was visiting in a neighboring town and saw a Larkin Clock. She came home eager to get one. She received her Clock; then her brother sent for a Desk; then I started out to organize a Club of eight in

order to get the Kitchen Cabinet. I took seventeen names that afternoon; in two or three days the list was increased to fifty. This was the beginning of the "South Jersey Larkin Legion," of which I am the Secretary.

Our Club supplies fully five hundred families with Larkin goods. I have sent the Larkin Soap Co. thousands of dollars for Soaps and Premiums and in hundreds of homes I've put pretty Silverware and many handsome and substantial pieces of furniture which I do not think would have been there but for the Larkin Club-of-Ten.

Why the Larkin Club-of-Ten is the housewife's friend can best be shown

by quoting remarks of some of my Club members.

"I was thinking," said one, "there are scores of families about here who have a piece of Larkin furniture that you have obtained for them, and I do not believe they would have had it but for you. I know I should not have had my Sideboard and Chairs."

Another said: "I do not know how they can give so much but I do know I am getting many nice things that otherwise I would not have had, and am not spending any more money than is necessary for Soap."

Another said: "We women don't deserve any credit for buying Larkin Soaps; we have to get soap and that is the best we can buy anywhere; but I do think the Larkin people deserve a whole lot of credit for originating a plan by which every housewife may get all the profit from the money she spends."

Another said, "I have wanted a new Rocker for five or six years; now after

using Larkin Soaps a few months I have it, without effort or expense, because I would have spent exactly that much money for soap of some kind as I have always been doing and still have had no Chair."

In my own home I have a Cornish Columbia Piano, a beautiful, fine-toned instrument, which came through the Larkin Soap Co.; a beautiful Roll-top Quartered-Oak Desk (with file boxes, letter files, and card system complete), bought with earnings from the Larkin Soaps; also a Swivel Chair, the highest priced (No. 4) Sideboard, Extension Table, Chairs, Table-linen, Silverware and other premiums too numerous to mention.

I furnished a room for my daughter at home, and obtained Carpet, Curtains, bed-linen, and many other things for my son's room at boarding school. These are only a few of the things I have received, and I have earned money for books, magazines, etc., all because of the Larkin Club-of-Ten.

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#### THE IDEAL HOME AND HOUSEWIFE.

I know a charming woman who keeps her house so neat  
That the kitchen's like a parlor, and every room is sweet  
With a smell that's as delightful as the fragrance of a flow'r;  
And she isn't always scrubbing, and she's never cross or sour.  
Would you like to know the secret of neat home and cheerful face,  
And the sense of homely comfort that is all about the place  
Making it a spot most charming? Listen, then, to what I tell:  
She who rules Home's happy Kingdom—rules it wisely, rules it well,—  
Makes all in it pure and wholesome, sweet and clean, and fair to see  
By the use of Sweet Home Soap that she keeps by her constantly.

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#### LARGE ORDER FOR TYPEWRITER DESKS.

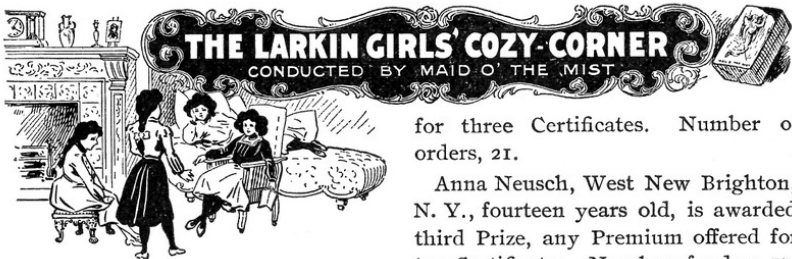
Recently two large furniture cars were in the Buffalo freight yards. On both sides of each car was a large banner inscribed,

"TYPEWRITER DESKS  
FOR LARKIN SOAP CO.,  
BUFFALO, N. Y."

The two cars contained 100 new

typewriter desks, of latest drop-cabinet style, large, roomy and handsome, constructed of Oak with beautifully polished Quartered-Oak top. These new desks will replace the old ones now in use in our offices.

The manufacturers say that this order for 100 typewriter desks is the largest one ever given by any firm for desks to go into immediate use.



**I**N the Prize Contest for girls 62 entered : 38 in the Senior and 24 in Junior Contest.

#### The Senior Awards :

Nellie Finkel, Marietta, Ohio, thirteen years old, is awarded the first Prize, any Premium offered for five Certificates. Number of orders, 23.

Lena A. Frutchey, Scranton, Pa., twelve and a half years old, is awarded second Prize, any Premium offered

for three Certificates. Number of orders, 21.

Anna Neusch, West New Brighton, N. Y., fourteen years old, is awarded third Prize, any Premium offered for two Certificates. Number of orders, 17.

#### The Junior Awards :

Helen Wills, York, Pa., eleven years old, and Florence R. Lenhart, Reading, Pa., ten years old, are each awarded first Prize, any Premium offered for five Certificates. Number of orders, 17 each.

Gertrude Golder, Sabattus, Me., eleven years old, Gladys Chamberlain, Lansing, Mich., ten years old, and Edna

Grace Jackson, Ashtabula, Ohio, eleven years old, are each awarded second Prize, any Premium offered for three Certificates. Number of orders, 14 each.



NELLIE FINKEL,  
First Senior Prize.



LENA A. FRUTCHEY,  
Second Senior Prize.



ANNA NEUSCH,  
Third Senior Prize.



HELEN WILLS,  
First Junior Prize.



FLORENCE R. LENHART,  
First Junior Prize.



GERTRUDE GOLDER,  
Second Junior Prize.



GLADYS CHAMBERLAIN,  
Second Junior Prize.



EDNA GRACE JACKSON,  
Second Junior Prize.



HENRIETTA M. KEPPLER,  
Third Junior Prize.



LURA M. BADGERS,  
Third Junior Prize.



CLARA A. POTTS,  
Third Junior Prize.

Henrietta M. Keppler, Paterson, N. J., seven years old, and Lura M. Badger, Westfield, Pa., twelve years old, are each awarded third Prize, any Premium offered for two Certificates. Number of orders, 12 each.

It has been a pleasure to me to observe the hearty manner in which the girls have competed for the prizes. The occasion has furnished abundant evidence of their ability to accomplish what they undertake.

I am highly pleased with the result of the Contest, and I sincerely thank and congratulate all who engaged in it.

The next important event is Christmas. I have selected a number of Certificate Premiums as suggestions for holiday giving. A method of combining Certificate Premiums to go with a \$10.00 order is printed on page 5.

#### LADY OR GENTLEMAN'S TAFFETA OR SERGE UMBRELLA.

Free for one Certificate.



Fitted with auto-runner, by which Umbrella is opened without need of pressing the ordinary catch.

Fine union Taffeta Silk or silk-finished Serge, both guaranteed fast black, made on best paragon frame and steel rod, with case and tassel to match. The Taffetta contains more silk, but the Serge wears better.

Lady's comes in Horn, German-Silver- and - Pearl, Dresden Princess, and selected Congo loop with German - Silver nose-piece handles, as shown.

Gentleman's fine Congo handle, trimmed with ½-in. German-Silver swedge and cap,



is the Prince-of-Wales shape. Close roller.

Diameter, 26 in., except Man's Serge, which is 28 in.

#### JET OR PEARL BEAD CHAIN.

Free for one Certificate.

Choice of cut Jet Beads graduating



from large to small, chain 60 in. long;



or Pearl, alternating one large, one small bead, chain 58 in. long. Strong snap fastener.

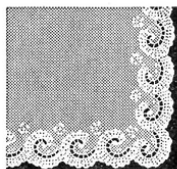
#### NECK CHAIN.

No. 4402. Free for one Certificate.



14-K. Rolled Gold Plate, 14½ in. long. Burnished heart pendant.

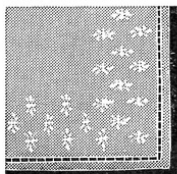
#### DAINTY HANDKERCHIEFS.



No. S. 7325.

edge, embroidered in scrolls and large leaf effects.

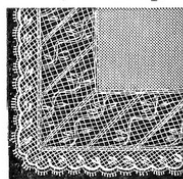
No. L. 4768. Pure Linen; very fine; edged with lace 2½ in. wide, in plain and combination lace patterns.



No. 1633.

The following three numbers are each fivefree for one Certificate. Size, 13 in.; very dressy.

No. S. 7325. Fine Mull; scalloped



No. L. 4768.

No. 1633. Pure Linen; hem-stitched; embroidered in bow-knot, Fleur-de-lis, daisy and shamrock designs.



**WATER-COLOR BOX.**

Free for one Certificate.

Polished wood box, hinged lid; folding Palette; 18 cakes French Colors; gold and silver Tablets; divided china Slant; 3 Water Glasses; Stomps; Brushes, etc. Complete for studio use.



**CHILD'S TEA SET.**

Free for one Certificate.



Set consists of 6 Plates, 6 Cups, 6 Saucers, 1 Teapot, 1 Sugar, 1 Creamer, 1 Bowl. Made in strong semi-granite body, permanent under-the-glaze decoration. Packed in a china closet made in imitation of an old-fashioned, double-door cupboard. The Tea Set just fits the closet, and the child is made orderly by necessity.

**CELEBRATED KESNER DOLLS.**

No. 1. Height, 18 in. Free for one Certificate.

No. 2. Height, 23 in. Free for two Certificates.



Choice of Blonde, Auburn or Brunette. Full ball-jointed body made of Pressed Paper, flesh tinted, glazed finish—very light, yet strong; well proportioned; Bisque face, sleeping eyes; fine, long curly hair; dainty chemise, shoes and stockings.

This is one of the handsomest imported Dolls on the market; will delight any little Miss possessing one.

**BARNEY & BERRY'S ICE SKATES.**

Pair free for one Certificate.

Woman's

Skate. Russian-set-leather heel and toe straps. Foot and heel plates of crucible steel; blades of cast steel, polished. Sizes, 7 to 10½.



**LOCKETS.**

One free for one Certificate. Mailed, postpaid. Order by number. Guaranteed to give satisfaction.



No. 812. Double Locket, ⅞ in. in diameter. Choice of Sterling Silver or Rolled Gold plate; satin finish; perfectly plain; a two or three letter monogram engraved without extra charge. Space for two photographs.

No. 52. Heart-shaped, Gold-filled, satin-finished Locket with Rhinestone set in one side; the other side is plain. Space for two heart-shaped photographs.



**The Larkin Church = Aid Dept.**

ASSISTS ALL

**CHURCH SOCIETIES**  
TO RAISE FUNDS.

Highly commended as an easy and profitable way to

**PAY OFF DEBT.**

This plan, wherever employed, receives the hearty co-operation of all church-members.

Full particulars gladly mailed on request.

**Larkin Soap Co.**

Church-Aid Dept.

BUFFALO, N. Y.



IT was Saturday afternoon, early in November. Rain had been coming down in torrents all day, and there was no sign of abatement. Jamie



Roberts sat at the dining-room table—his brows knitted over a problem in fractions. Jamie was fifteen years of age, and was not so far ahead in his classes as he might have been; for he had found it necessary to stay at home and help his mother, while the more fortunate vil-

lage boys were able to attend school without interruption. But he was a good boy, and what he lacked in "smartness," he more than made up by honest plodding.

Mrs. Roberts was a widow. Her husband, loyal to his country, went into the Rebellion and yielded up his life in the battle of Shiloh. The esteem of his neighbors and a few acres of land were all he left behind.

Until Jamie came to share her solitude, Mrs. Roberts dwelt alone. Jamie was not her child, although he never knew it.

One Thanksgiving night of tempestuous storm, while the violent wind shrieked and drove the rain in torrents over the desolate landscape, a hand unseen, mysterious, crept from the blackness and cast upon the doorstep an infant, wailing with the night wind. Then that which brought it—

wraith of the night-shadows—sank into the turbulence and disappeared forever.

The simple hearthstead became Jamie's home, and for nearly fifteen years he had dwelt in the warm mother-heart of Mrs. Roberts.

"Goodness me, Jamie, run to the door quick!" he heard his mother suddenly exclaim from the kitchen where she was busily engaged baking cookies. "The rural delivery wagon has just stopped at the gate."

The arrival of a letter at the Roberts house occurred so seldom that it was an important event, and Jamie lost no time in hurrying out to the mail-box on the fence.

"Oh dear," said Mrs. Roberts in a disappointed tone, "I so hoped it was a letter from your Aunt Carrie; it's a month since we've heard from her."

Jamie made no reply. He was thinking about what that unopened package contained.

Thanksgiving would be his birthday—his mother always celebrated it on that day—he meant to observe it this year in a different way. He was going to get his mother a McKinley Rocker, and that package contained the Premium List he had sent to the Larkin Soap Co. for.

Supper was scarcely over that evening before Jamie was on his way to the house of his friend, Arthur Ford, half a mile down the road. It seemed as if he could scarcely wait until he reached his destination, so eager was he to unfold his plans to his chum.

"Say, Art," he began, after the two



boys were alone in Arthur's room, "I've got a splendid scheme for us to get some prizes! All we've got to do is to take orders for ten dollars' worth of Larkin's Soap, and we can have our choice of a whole lot of dandy things. I'm going to start in Monday, and there's a chance for you to do the same thing, if you want to. What do you say?"

Arthur took the Premium List and began turning its pages.

"Gee, whizz! Look at those Barney and Berry skates, Jamie! Aren't they beauties?"

"You bet," assented Jamie as he glanced wistfully at the attractive illustration.

"What are you going to try for, Jamie?"

"Mother needs a rocking chair pretty badly. Reckon I'll try to get one for her."

"But the Skates, Jamie,—you need 'em *bad*. Yours are broken. Think of the fun we can have skating down the creek this winter."

"I know, Art, but—I think I'll try for the chair first."

And so it was decided that the two boys should set out for customers the first thing after school, and devote at least an hour and a half to the work, each day. It was also agreed that on the following Saturday the two boys should compare notes, as to the result of their efforts, but until that time nothing should be said on the subject.

\* \* \* \* \*

Monday came at last, and half past four found Jamie hurrying up the steps that lead to the study of his pastor.

The Rev. Cyrus Gordon was fresh from college. He possessed the vigor of youth and the spirit of piety. Among the boys he was the organizer of all their sports. Their base-ball team was the champion of



the county. No football eleven had defeated theirs.

On Sundays he preached with such uplifting power and persuasion that the church was over-filled, and it became necessary to enlarge the edifice. Nearly every boy for miles around would be found in his class following the Sunday-morning service.

"A reg'lar shepherd to them lam's," said Deacon Judson, "They'll jest foller him straightway inter the fold of heaven."

"Jamie," said the Rev. Gordon, after the boy had told him what he intended doing, "in a matter of this kind, pluck and perseverance win. You can earn your mother a McKinley Rocker if you *try*. I proclaim my faith in the Larkin Idea to all I can, because it is helping so many youths to acquire those essential qualities, industry and perseverance. Now start out, Jamie, and show me the result."

The first afternoon's experience was not wholly satisfactory to Jamie. When Justice Hackett, a crabbed old lawyer, directed him to the door and told him to get out, the rebuff was so disheartening he was almost on the verge of abandoning his purpose.

But Mother needed the chair—and then Mr. Gordon said he would succeed if he tried. And he determined to succeed.

Before the supper table was cleared on Saturday night, Jamie was on his way to Arthur Ford's house, for this was the night the two boys had agreed to compare notes on their first week's work. To Jamie's great surprise Arthur had not taken a single order. As a matter of fact, he had allowed himself to become discouraged at the outset, and on the second afternoon gave the matter up as a bad job. It was, therefore, with no slight degree of satisfaction that Jamie displayed his order book, showing that he had sold \$10.00 worth of Soaps.

"I don't see how you did it," half argued Arthur. "I didn't like the work a bit, and finally I got mad and quit."

"I'm sorry, Arthur, you were so easily discouraged. I made up my mind to succeed, and I did. A determined boy never sees obstacles in his path to success."

Jamie lost no time in securing a money-order and sending; for like all boys he was eager to behold the fruit of his labors.

Somehow, in spite of Jamie's anxiety, the days managed to go by, and on the morning before Thanksgiving he received a postal card from the freight agent in town, that made his heart glad. When, late that afternoon, he borrowed Deacon Judson's horse and wagon and brought the handsome chair from the village, his mother's joy made him feel that his trouble had been small.

"But, Jamie, dear boy," exclaimed the proud mother after she had recovered from her surprise, "I had no idea you were going to get anything for me! There were so many things in that Premium List that you could have gotten for yourself."

"I know, Mother," answered he with pride, "but then you wouldn't have had the rocking chair."

Thanksgiving Day dawned clear and cold; indeed, the thermometer had been below the freezing point for two days past, and it now registered 26 degrees above zero. Later that forenoon, as Jamie was preparing to go with his mother to Thanksgiving services, Arthur Ford came running breathlessly toward him.

"O Jamie," shouted Arthur, "if you had only got those skates I wanted you to get instead of that chair! There's four inches of ice in the creek and Thompson's Flats are frozen over—acres of ice—smooth as glass. A lot of us fellows are going out for all

the afternoon. Can't you fix it some way so as to go?"

"That so?" queried Jamie, trying hard to hide his disappointment. "Fraid I can't go along, Art. You remember, my left runner's broken clean in two."

"It's too bad; ain't it?" said Arthur. "Wish I had an extra pair, Jamie, but I hain't."

Jamie's back had been turned toward the house, and he had not observed his mother sweeping the kitchen steps during his conversation with Arthur; nor was he aware that Arthur had gone into the house, in response to Mrs. Roberts' beckoning.

"Arthur," said Mrs. Roberts, "I haven't been altogether idle. Two months ago I joined a Larkin Club-of-Ten; I selected five 1-Certificate Premiums with \$10.00 worth of Soaps. Among them was this pair of Skates. The other Premiums I shall keep for his Christmas."

When Jamie sat down to dinner that noon, he found a mysterious looking package beside his plate, neatly rolled in cotton flannel. His surprise and delight knew no bounds when, upon undoing the parcel, there lay before him as fine a pair of Barney & Berry Skates as he had ever seen.

"I tell you what, Art," he said, as the two boys were gliding over the perfect ice that afternoon, "I've got a pretty good mother, and I've just made up my mind that I'm going to sell enough of Larkin Soaps to get her a new set of dishes."

And he did it.

Mrs. Wm. C. Murphy writes: "I send many thanks for THE LARKIN IDEA, which we have been receiving each month. I speak highly of it to our friends. We look forward to its arrival; it is one of the most interesting papers that come to our home. Our little girl, nine years old, reads it with much interest and thinks it is a prize."

# Modjeska Carnation Calendar

— FOR 1904. —

Printed in Twelve Colors and Gold. Embossed and Die-cut. Size, 9½ x 13 inches.  
Mailed free with the January number to every subscriber to

**THE LARKIN IDEA.**



**C**RITICS pronounce the Modjeska Carnation Calendar the most beautiful of our Art Calendars. The large center-panel represents a fairy seated in somnolent grace on the drooping stems of a large cluster of swaying Carnations. The coloring of this charming picture, rich in tone, and effective, is executed with such artistic delicacy it preserves the beauty and quality of Mr. Raphael Beck's superb painting.

Surrounding the panel are the month calendars set in gold frames, and around all, a rustic border of gold with die-cut outlines. Silk-cord hanger and bow. The Calendar is equal in size and quality to those retailed at 50 cents each. A limited number of extra ones have been printed. After December 15, while they last they will be mailed, prepaid, to Larkin customers on receipt of TEN CENTS in stamps.

Larkin Street,

**Larkin Soap Co.**

Buffalo, N. Y.

ESTABLISHED, 1875.

**A SPECIAL LARKIN PREMIUM.**

A ROOMY AND SUBSTANTIAL

# **DRESSER, No. 79.**

Free for ten Certificates ; or given with a \$20.00 selection of the  
Larkin Soaps, for \$20.00, while they last.  
Only a limited number offered.



**F**ULL swell-front, Quartered-Oak Dresser, Golden gloss finish. Taste-  
ful carvings. Height, 6 ft. Top, 42 x 21 in. French beveled-plate  
mirror, 22 x 28 in. Two small drawers, 17½ x 16½ in., 6 in. deep. Two  
large drawers, 16½ x 35, 7 in. deep. Castered.

**This offer will not appear in our Premium List. Order now.**

*Larkin Street, Larkin Soap Co. Buffalo, N. Y.*

ESTABLISHED, 1875.

Posted on: June 5, 2018

Edited by: Brian D. Szafranski, Elma NY USA

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